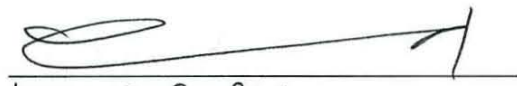
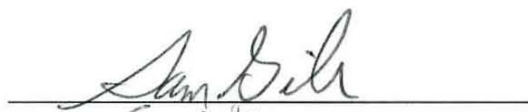


Mr. Chairman and Commissioners, you made an historic decision in the broadband portion of the TRO. You effectively said that the greater the investment carriers make to broadband technology, the more deregulation they receive. If they use a copper network, they have to unbundle the copper. If they use a hybrid network, they have to unbundle the copper and the fiber to the extent in which they use it to transmit switched circuit voice. And, if they deploy FTTH, they are virtually totally deregulated. This differentiation will give carriers the incentive to deploy the most advance capabilities. It makes a lot of sense, and is easily administrable.


Giving FTTC the same deregulatory treatment as FTTH will undermine the design of the TRO. It will remove the incentive to invest in next generation capability at a time when FTTH is poised to reach unprecedented levels of deployment. We cannot counsel you strongly enough to reject BellSouth's proposal. We urge you to be courageous and hold the course. Please do not turn victory into defeat.


Respectfully yours,


  
LEONARD G. RAY  
VP OF BUSINESS DEVELOPMENT  
ATLANTIC ENGINEERING GROUP

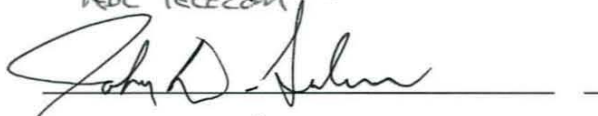
  
Sam Gilson  
VP Communications & Technology  
Dutton Utilities

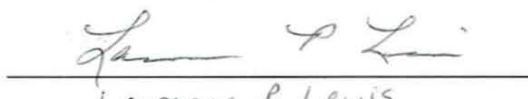
  
JIM BALLER  
The Baller Herbst Law Group

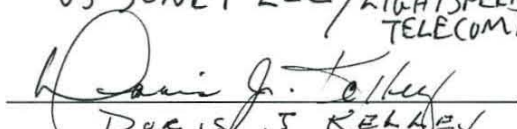
  
Gregory Albrecht  
Zoomy Communications, Inc.

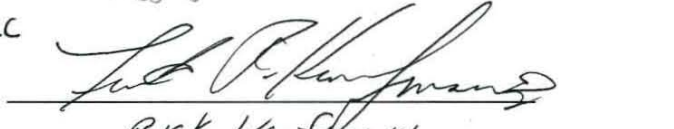
  
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